

SHARIMAN SABRY

No 70 Jalan DU 5/4, Palmiera @ Kinrara Residence, 47180

Puchong, Selangor Darul Ehsan, Malaysia

Email: shariman@gmail.com

Mobile: +6012 2735879



EXPERIENCES

HEITECH DEFENCE SYSTEM SDN BHD

2019-Current

(A division of HeiTech Padu Berhad)

Senior Manager, Business Development

PROJECT EXPERIENCES

Kontrak Senggaraan *Tactical Operational Flight Trainer (TOFT)*, *Computer Based Training (CBT)*, *Fasiliti dan Enhanced Training Aid System (ETAS)* di Bangunan Simulator Sukhoi 30-MKM, *Air Defence Simulator System (ADSS)* Serta Peningkatan Sistem Sedia Ada.

(Contract Value: RM 66.8 million)

HEITECH PADU BHD

2016-2019

Manager, Product Development

2017-2019

Manager, Business Development (PSG Data Sdn Bhd)

2016-2017

HEITECH GLOBAL SERVICES SDN BHD

2015-2016

(A division of HeiTech Padu Berhad)

Manager, Business Development – Myanmar

- To open a new market in the Republic of the Union of Myanmar.
- Identifying new business opportunities and engaging with potential local partnerships
- Involves in understanding industry trends, collecting, and comparing pertinent data on the target market which is part of the bases for strategic planning and forecasting.
- Develops negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Joining related conferences and symposiums to extend the reach of local.
- Manage close relationship with MATRADE and programs initiated by them.

PROJECT EXPERIENCES

Supply, Deliver, Installation, Configuration, Testing, Commissioning and Maintenance of the Passport Issuance System and Visa Issuance System for Ministry of Foreign Affairs, Republic of the Union of Myanmar.

(Contract Value: RM 39.5 million)

PEMBINAAN SPK SDN BHD – ABU DHABI

2008-2014

(A division of Sharikat Permodalan Kebangsaan Berhad)

Manager, Contract and Procurement

General Role:

- Ensure that Contract and Procurement Policies are always adhered to.
- Review, evaluate and update Contract and Procurement Policies as required from time to time.
- Evaluate and adopt the best practices procurement and subcontracting strategies to ensure the operational requirements are consistently met and comply with policies and procedures.
- Ensure that the relevant contractual provisions are provided for in all intended contracts to facilitate effective contracts management in the future.
- Taking the lead in negotiations and development of contracts, especially in contractual terms and conditions and risks management prior to finalization and award of all types of contracts.
- Ensure that bidding package and documents adequately cover the services required including contingency issues, priorities, time frame, results, and bid text of the tender are concise and precise and reflects the true requirement of our operations.
- Administer and ensure that the project teams comply with the individual projects contract requirements such as main and subcontract claims, variation orders, insurance renewals, termination, and other discrete obligations.
- Familiar with management of post-contracts management with contractors & clients.
- Develop excellent relationships with contracting parties by ensuring open communications, anticipate and resolve any risks or potential issues ahead of time.

Specific Roles:

- Prepare and submit Monthly Main Contract claim for joint evaluation with Client Representative
- Build up cases, prepare, submit, and justify all Variation Order works with Client Representative
- Manage Subcontracting starting from tendering, negotiation, management selection, award, claim, variation order and closure.
- Project Representative during project closure, handing over period and maintenance period.

PROJECT EXPERIENCES

Design and Build Contract for Phase 1 Plot 1 Zone B – Residential, Commercial and Recreational Development on Al Reem Island, Abu Dhabi, United Arab Emirates for Tamouh Investment L.L.C

Original Contract Value: AED 480 million

Final Contract Value: AED 680 million

Execution and Completion of 730 Villas for Village 4 of Al Falah Community Development Project in Abu Dhabi, United Arab Emirates for Aldar Properties PJSC
(Contract Value: AED 1.2 billion)

SOLUTIONS PROTOCOL SDN BHD	2004-2008
<i>(A division of Sharikat Permodalan Kebangsaan Berhad)</i>	
Manager, Contract and Procurement	2006-2008
Project Manager <i>(Package 1 – Hospital Sungai Buloh and Package 2)</i>	2004-2006

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- Administer and ensure that the project teams comply with the individual projects contract requirements such as main and subcontract claims, variation orders, insurance renewals, termination, and other discrete obligations.
- Familiar with management of post-contracts management with contractors & clients.
- Develop and establish excellent relationships with Stakeholders, Principals and Strategic Partners by ensuring open communications, anticipate and resolve any risks or potential issues ahead of time.

PROJECT EXPERIENCES

The Design, Installing, Equipping, Commissioning and Maintenance of Hospital Information and Communication Technology System (HICT) of Government Hospital (Package 1)
(Final Contract Value: RM 680 million)

The Design, Installing, and Commissioning of Infrastructure Work for Hospital Information and Communication Technology System (HICT) Package 2
(Final Contract Value: RM 10 million)

The Design, Installing, Equipping, Commissioning and Maintenance of Total Hospital Information System for Pandan Hospital, Johor Baharu
(Final Contract Value: RM 120 million)

The Design, Installing, Equipping, Testing and Commissioning Hospital Information System (HIS) for 96 Hospital Angkatan Tentera Lumut (HATL), Ministry of Defense.

(Final Contract Value: RM 30 million)

STAGNO TECH SDN BHD

1999-2004

Senior Planner, Planning and Cost Control

- Organize and prepare the project schedule.
- Supervise the planning, progress, and cost control for the whole project.
- Assist the Project Manager in making any corrective action on schedule and cost deviation.
- Assist the Project Manager in the definition and administration of contract change.
- Assuring the project planning and programming in accordance with the plan and schedule

PROJECT EXPERIENCES

**The Proposed Development of Taman Pancarona, Precinct 9, Putrajaya
2003-2004**

**Construction and Completion of Water Supply and Wastewater System at
Precinct 8, 11, 18(P) and 19 for Pusat Pentadbiran Putrajaya, Putrajaya
(Package SW1)
2001-2004**

**The Proposed, Design, Installation, Completion, Testing and Commissioning
of Pumping Station Odor Control System for Pusat Pentadbiran Kerajaan
Persekutuan Putrajaya, Putrajaya (Package WW13)
2003-2004**

**Construction and Completion Covered Walkway and Additional Works at
Taman Botani, Putrajaya
2003**

**Construction and Completion of Student Accommodation Complex for
Universiti Teknologi PETRONAS, Tronoh, Perak (Package 4B)
2002-2004**

**To Proposed, Design, Construction, Completion and Commissioning of
Sekolah Kebangsaan Panchur, Seremban, Negeri Sembilan
2001-2003**

**Renovation and Upgrading Works at Petrosience Discovery Center, KLCC
1999-2000**

I've worked as Project Coordinator for upgrading the infrastructure and facilities at the science center.

QUALIFICATIONS

Education

- Bachelor of Arts, Economics and Finance, Syracuse University, USA (1994 – 1997).
- Diploma of Economics, Institut Teknologi MARA, Shah Alam Selangor (1992 – 1994)
- Sekolah Datuk Abdul Razak, Seremban (1990-1991)

Courses and Seminars

- Primavera® Project Planner
 - Course # 102 – Project Management Module – Basic Course
 - Course # 106 – Primavera Engineering and Construction Project Manager
 - Course # 601 – Planning and Scheduling with Primavera® Project Planner (P3®)
 - Course # 602 – Resource and Cost Analysis with Primavera® Project Planner(P3®)
- **Knowles Training Program**
 - Contract Administration in Construction Contracts
 - A Fistful of Dollars – How to Claim Additional Money under Construction Contracts
 - Conditions of Contract and Sub-Contract for Local Standard Forms
 - Bullet-Proof EOT – with Particular Reference to Commonly Used Malaysian Forms of Contract
 - English Language in the Construction Industry
 - FIDIC Conditions of Contract and Standard Forms
- **Malaysian Institute of Management**
 - Project Management for Project Managers

STRENGTHS

- My total involvement in a competitive IT and Construction industry for the past 20 years has exposed me to various expertise, experience & skills – Network infrastructure, Systems, Project Management, Contract Management and Procurement.
- I consider myself a self-motivated & hardworking person, I can work independently and communicate and coordinate well with all levels of professional.
- My objective is very positive, and my goal is - always seeking changes and continuing to improve myself to achieve my own professional growth.
- My proud achievement was developing strategic partnership with principals and distributors where in turn help to ease the project cash flow by having “Back-to-back” payment terms.

*References upon request